

666090" 92982E60

Investment Asset Hierarchy

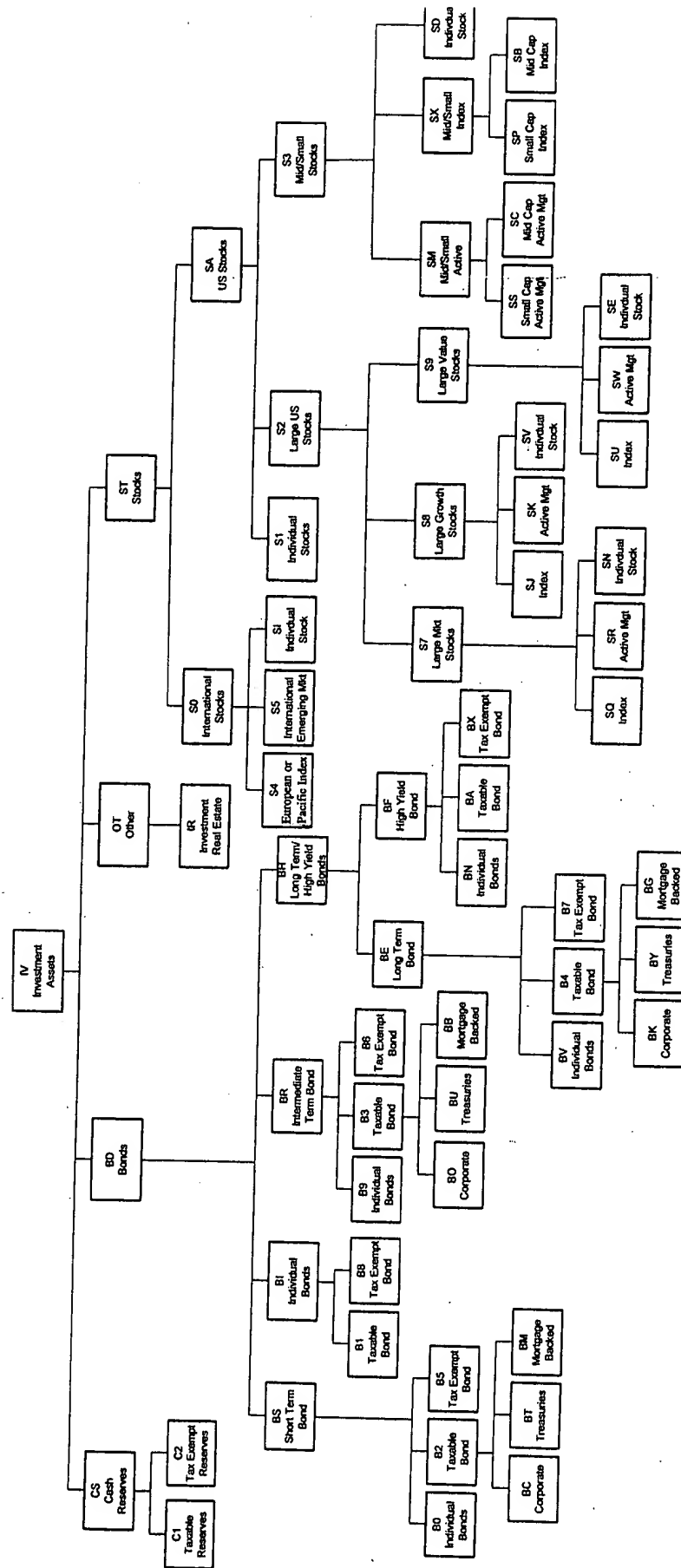


Fig. 1

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Portfolio	1 Tax	2 Tax	3 Tax	4 Tax	5 Tax	6 Tax	7 Tax
Cash	10%	5%					
Stocks							
Large Mkt Index	7%	14%	13%	16%	20%	22%	28%
Large Growth			6%	8%	10%	11%	14%
Large Value			6%	8%	11%	12%	14%
Total Large Mkt	7%	14%	25%	32%	41%	45%	56%
Mid-Small Active			5%	6%	8%	9%	12%
Mid-Small Index	3%	6%	5%	7%	9%	10%	12%
Total Mid-Small	3%	6%	10%	13%	17%	19%	24%
International Developed				4%	6%	14%	18%
International Emerging Mkts.				1%	1%	2%	2%
Total International				5%	7%	16%	20%
Total Stocks	10%	20%	35%	50%	65%	80%	100%
Bonds							
Short-Term							
ST Corp	58%	40%	17%	13%	10%	3%	
ST Treasury	14%	9%	6%	5%	4%	2%	
Total Short-Term Bonds	72%	49%	23%	18%	14%	5%	
Intermediate Term							
IT Corp	8%	22%	20%	13%	11%	13%	
IT Treasury		4%	5%	4%		2%	
Total Intermediate-Term Bonds	8%	26%	25%	17%	11%	15%	
Long-Term/High Yield							
Long-Term Corp			3%	2%	2%		
Long-Term Treasury			4%	3%	3%		
Total Long-Term Bonds			7%	5%	5%		
High Yield Taxable			10%	10%	5%		
Total High Yield Bonds			10%	10%	5%		
Total Long-Term/High Yield Bonds			17%	15%	10%		
Total Bonds	80%	75%	65%	50%	35%	20%	

Fig. 2A

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Cash						
Stocks						
Large Mkt Index						
Large Growth						
Large Value						
Total Large Mkt						
Mid-Small Active						
Mid-Small Index						
Total Mid-Small						
International Developed						
International Emerging Mkts.						
Total International						
Total Stocks						
Bonds						
ST Tax Exempt	72%	49%	23%	18%	14%	5%
Total Short-Term Bonds	72%	49%	23%	18%	14%	5%
Intermediate Term						
IT Tax Exempt	8%	26%	25%	17%	11%	15%
Total Intermediate-Term Bonds	8%	26%	25%	17%	11%	15%
Long-Term/High Yield						
Long-Term Municipal			10%	10%	5%	
Total Long-Term Bonds			10%	10%	5%	
High Yield Tax Exempt			7%	5%	5%	
Total High Yield Bonds			7%	5%	5%	
Total Long-Term/High Yield Bonds			17%	15%	10%	
Total Bonds	80%	75%	65%	50%	35%	20%

Fig. 2B

2 PFP Questionnaire v3.0: Core Data: Employment and Tax Information
 Client: Robert Michael
 Household ID: 112134
 Questionnaire No: 04201

Table of Contents

CORE DATA

1. Family Members/Mailing Address
2. Employment and Tax Information
3. Investment Assets
4. Retirement Plans
5. Non-Investment Assets
6. Stock Options
7. Life Insurance
8. Liabilities
9. Additional Core Data Information

INVESTMENT PLANNING ANALYSIS

10. Financial Objectives
11. Risk Assessment
12. Past Investment Experience
13. Additional Experience

RETIREMENT PLANNING ANALYSIS

14. Retirement Analysis
15. Current and Future Income
16. Current and Future Pension Income
17. Expenses (page 1)
18. Expenses (page 2)
19. Extraordinary Expenses
20. Education Expenses

ESTATE PLANNING ANALYSIS

21. Additional Retirement Information
22. Estate Planning
23. Estate Planning (page 2)
24. Current and Future Pension Income
25. Additional Estate Information

4. Work Status

Client A

Check if retired: ☐ Client A is Retired

Work Status: ☐ Client B is Retired

Occupation: ☐ Change in Client B Anticipated

Employer: ☐ Change in Client A Anticipated

Change in work status anticipated: ☐ Explain:

Client B

5. Income Tax

Client A

Adjusted Gross Income: ☐ Client A is an Officer

Taxable Income: ☐ Client A is an Officer

Federal Tax Liability: ☐ Client B is an Officer

State Income Tax Liability: ☐ Client B is an Officer

Local Income Tax Liability: ☐ Client B is an Officer

Effective Tax Rate:

Marginal Tax Rate:

Client B

Adjusted Gross Income:

Taxable Income:

Federal Tax Liability:

State Income Tax Liability:

Local Income Tax Liability:

Effective Tax Rate:

Marginal Tax Rate:

6. Check if figures above are typical

☐ Check if above figures are typical for this client

Current Year Gain: Early Forward Loss:

7. Check if Client is an Officer

☐ Client A is an Officer ☐ Client B is an Officer

Fig. 3B

Client: Nehal, Michael
Household ID: 112934

Questionnaire No: 64201

Table of Contents

CORE DATA

1. Family Members/Mailing Address
 2. Employment and Tax Information
 3. Investment Assets
 4. Retirement Plans
 5. Non-Investment Assets
 6. Stock Options
 7. Life Insurance
 8. Liabilities
 9. Additional Core Data Information
- INVESTMENT PLANNING ANALYSIS
10. Financial Objectives
 11. Risk Assessment
 12. Past Investment Experience
 13. Additional Experience
- RETIREMENT PLANNING ANALYSIS
14. Retirement Analysis
 15. Current and Future Income
 16. Current and Future Pension Income
 17. Expenses (page 1)
 18. Expenses (page 2)
 19. Extraordinary Expenses
 20. Education Expenses
- ESTATE PLANNING ANALYSIS
21. Additional Retirement Information
 22. Estate Planning
 23. Estate Planning (page 2)
 24. Current and Future Pension Income
 25. Additional Estate Information

Level of Previous Investment Experience

Short-term assets:

None ☐ Low ☐ Med ☒ High

US Govt/Corp Bonds:

None ☐ Low ☐ Med ☐ High

High Yield/Junk Bonds:

None ☐ Low ☐ Med ☒ High

US Large-Cap Stocks:

None ☐ Low ☐ Med ☒ High

US Small-Cap Stocks:

None ☐ Low ☐ Med ☒ High

Foreign Stocks/Bonds:

None ☐ Low ☐ Med ☒ High

Ibbotson

SAA:

Ibbotson Score:

Preferred SAA:

Model Bonds:

	Min	Max
1	9	22
2	23	31
3	32	39
4	40	50
5	51	68
6	59	68
7	69	75

Current SAA

SAA Code	SAA Percentage	SAA Amount
Bonds	0.00%	\$
Cash	16.00%	\$50,000
Stocks	84.00%	\$736,600

Level of Satisfaction with the Investment

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

V Low ☐ Low ☐ Med ☒ High ☐ V High ☐

Investment Stage

- ☒ Income
☐ Accumulation

Annual Income Needed:

Portfolio Tilt: ☒ Core

- ☐ Income
☐ Tax Efficient

Fig. 3E

Analysis for Invest

Client Data | Default Parameters | Desktop System | Distributed System | Common

KA Requested: Apr 6, 1998

Questionnaire Received: Apr 6, 1998

Questionnaire Last Modified: November 4, 1998 3:26 PM

Counselor Assigned:

Auto Rebalancing: ☒ Save Spreadsheets: ☒
☒ Show Intermediate Screens: ☒ Format Report

Path:

Questionnaire Notes:
Questionnaire record automatically created

Choose Service:
Relaxation
Estate
Investment
VPAS

Done

Fig. 4

Target Allocation

Vanguard Funds Enter Fund ID:

ID	Name	Class
19	Vanguard Admiral Intermediate-Term	B3
20	Vanguard Admiral Long-Term U.S. T	B4
12	Vanguard Admiral Short-Term U.S. T	B2
11	Vanguard Admiral U.S. Treasury M	C1
78	Vanguard Asset Allocation	BL
2	Vanguard Balanced Index	BL
314	Vanguard Bond Index - Intermediate	B3
522	Vanguard Bond Index - Long-Term	B4
132	Vanguard Bond Index - Short-Term	B2
84	Vanguard Bond Index - Total Bond	B3
100	Vanguard CA Tax-Free - Insured Int	B6
75	Vanguard CA Tax-Free - Insured Lor	B7
62	Vanguard CA Tax-Free - Money Mar	C2
82	Vanguard Convertible Securities	S9
528	Vanguard Employee Index	S7
65	Vanguard Equity Income	S9
24	Vanguard Explorer	S3
36	Vanguard GNMA	B4
29	Vanguard High Yield Corporate	B4
71	Vanguard Intermediate-Term Corpor	B3

Get Recommended Funds

☐ Show Taxable Bonds
☐ Show Exempt Bonds
☒ Show Both

☒ Use Auto Rebalancing

Client SAA: Total Allocated: \$95,000.00

Preferred SAA:

Selected Funds

ID	Name	Amount	Plan/Venue
26	Vanguard/Morgan Growth Fu	\$15,000.00	Sam
78	Vanguard Asset Allocation Fu	\$0.00	Sam
103	Vanguard Tax-Managed Fund	\$10,000.00	Sam - 401(K)
115	Vanguard Horizon Fund Glob	\$0.00	Sam
129	Vanguard Horizon Fund Glob	\$100,000.00	Marge - IRA

Fig. 5

Manual Fund Rebalancing



Proposed: \$95,000.00 Current: \$2,100,000.00 Difference: \$2,005,000.00

Current and Proposed Investment Portfolio

Item	Asset Class	Owner	Tax Status	Current Total	Current Total %	Suggested Change (+/-)	Proposed Total	Proposed Total %	Target Total %	Basis
Cash Reserves										
Stock-Cash Bal (65% Cash)	CS	Sam	Taxable	\$20,800.00						\$0.00
Vanguard Money Market - Prime	CS	Marje	Taxable	\$60,600.00						\$0.00
Vanguard Money Market - Prime	CS	Marje	Taxable	\$50,600.00						\$0.00
Vanguard Horizon - Global Asset Allocation (22%)	CS	Sam	Taxable	\$22,600.00						\$0.00
Vanguard Asset Allocation (28%)	CS	Sam	Taxable	\$20,600.00						\$0.00
Vanguard Asset Allocation (28%)	CS	Sam	Taxable			\$6.00	\$6.00			\$0.00
Vanguard Horizon - Global Asset Allocation (22%)	CS	Sam	Taxable			\$6.00	\$6.00			\$0.00
Total - Cash Reserves	CS			\$192,600.00	9.14%		\$0.00	0.00%	0.00%	
Total - Cash Reserves				\$192,600.00	9.14%		\$0.00	0.00%	0.00%	
Bonds										
Individual Bond	BI									
Individual Bond	BI									
Funds	FI	Marje	Taxable	\$100,600.00						\$0.00
Stock-Bond Bal (65% Bond)	FI	Sam	Taxable	\$50,600.00						\$0.00
Total - Individual Bond	BI			\$150,600.00	7.14%		\$0.00	0.00%	0.00%	

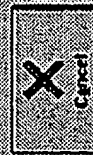
All column totals are currently accurate.

Legend

Current Assets Subasset Class/Total Grand Total
Proposed Assets Asset Class/Total Deleted Line Item

Balanced Funds

Item	Owner	Current Total	Suggested Change (+/-)	Proposed Total
CRF - Bond Market	Sam	\$100,600.00	\$0.00	\$0.00
CRF - Equity Index	Sam	\$100,600.00	\$0.00	\$0.00
CRF - Global Equities	Sam	\$100,600.00	\$0.00	\$0.00
CRF - Growth	Sam	\$100,600.00	\$0.00	\$0.00

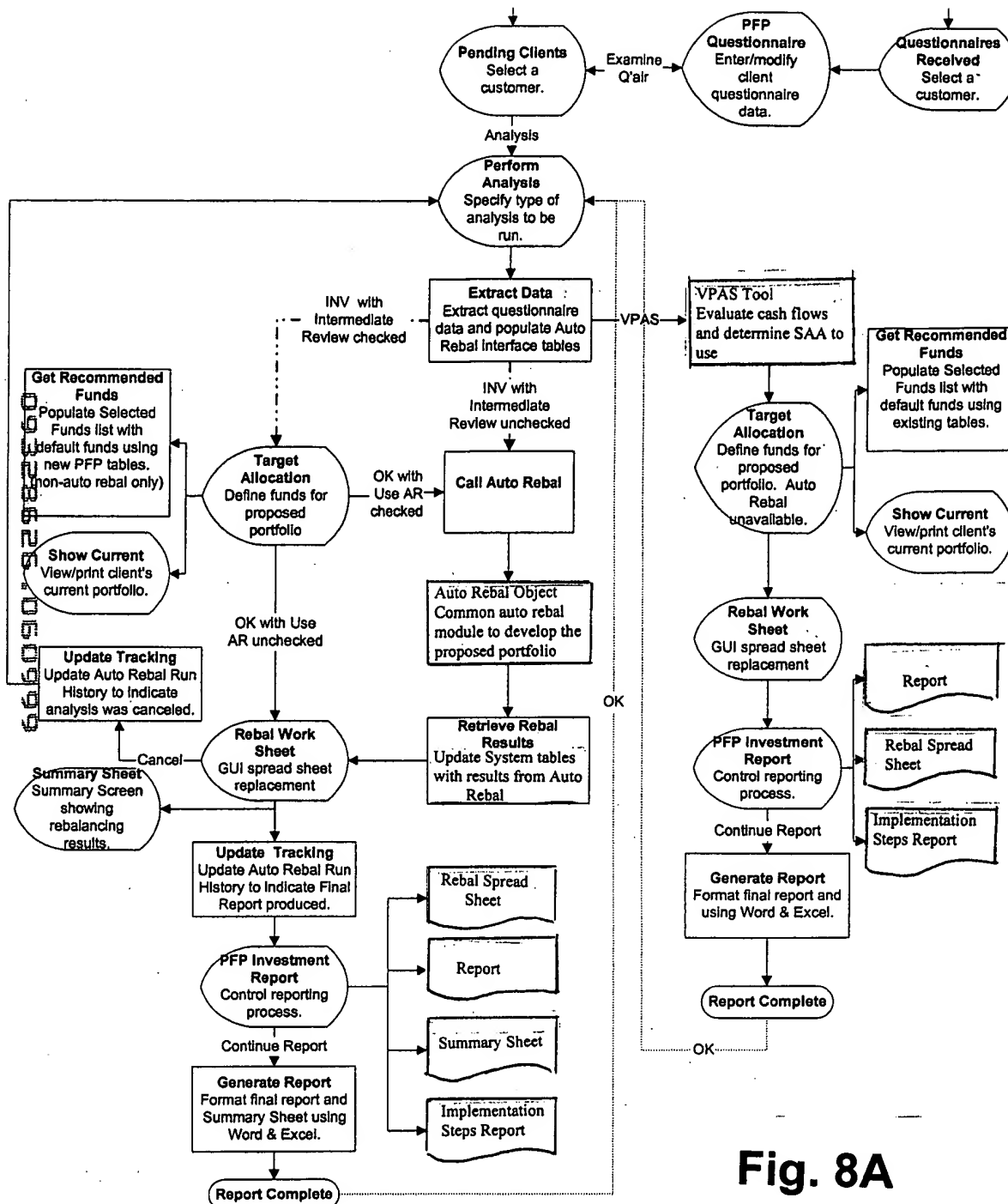


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PORTFOLIO	1	2	3	4	5	6	7
BONDS	80%	75%	65%	50%	35%	20%	0%
High Yield*	0%	0%	10%	10%	5%	0%	0%
Long-Term*	0%	0%	7%	5%	5%	0%	0%
Intermediate-Term Index	0%	8%	10%	8%	0%	4%	0%
Intermediate-Term Active	8%	18%	15%	9%	11%	11%	0%
Short-Term Index	24%	15%	10%	8%	7%	4%	0%
Short-Term Active	48%	34%	13%	10%	7%	1%	0%
STOCKS	10%	20%	35%	50%	65%	80%	100%
Large Market/Index	7%	14%	12%	16%	20%	22%	28%
Large Growth	0%	0%	6%	8%	10%	11%	14%
Large Value	0%	0%	6%	8%	11%	12%	14%
Mid/Small Market/Index	3%	6%	6%	6%	8%	10%	12%
Mid Active	0%	0%	2%	3%	4%	4%	6%
Small Active	0%	0%	3%	4%	5%	5%	6%
International-Developed	0%	0%	0%	4%	6%	13%	16%
International-Emerging	0%	0%	0%	1%	1%	3%	4%

* When using Municipal Bonds for portfolios 3 and 4, percentages are flipped for long-term and high-yield bonds. For portfolio 5 use 4% high-yield and 6% long-term municipal bond.

Fig. 7



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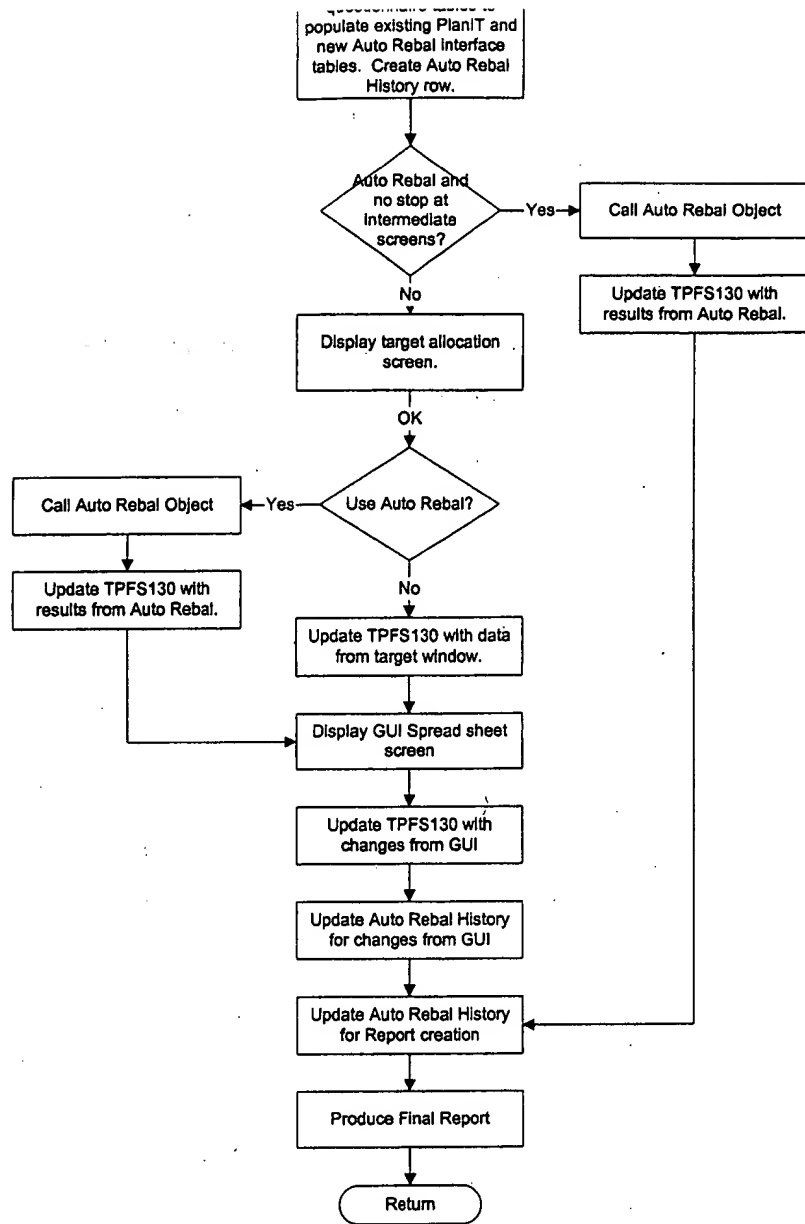


Fig. 8B

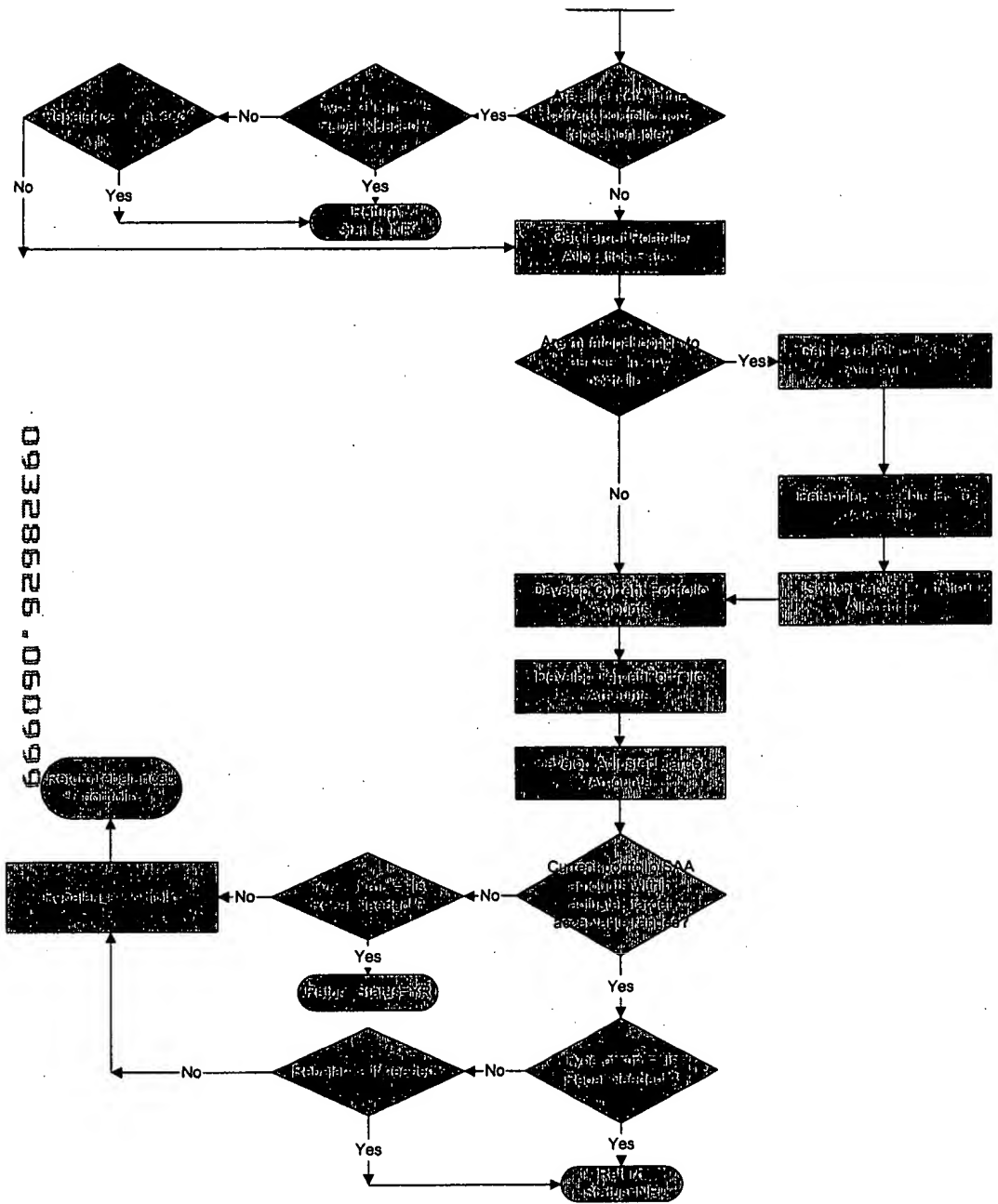


Fig. 8C

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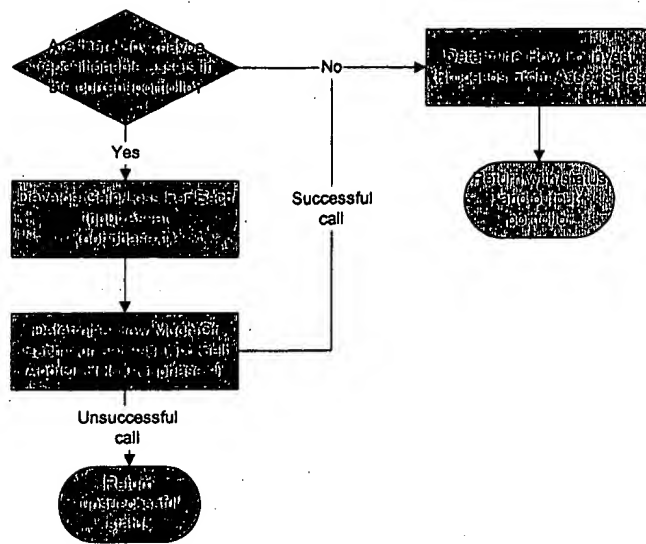


Fig. 8D

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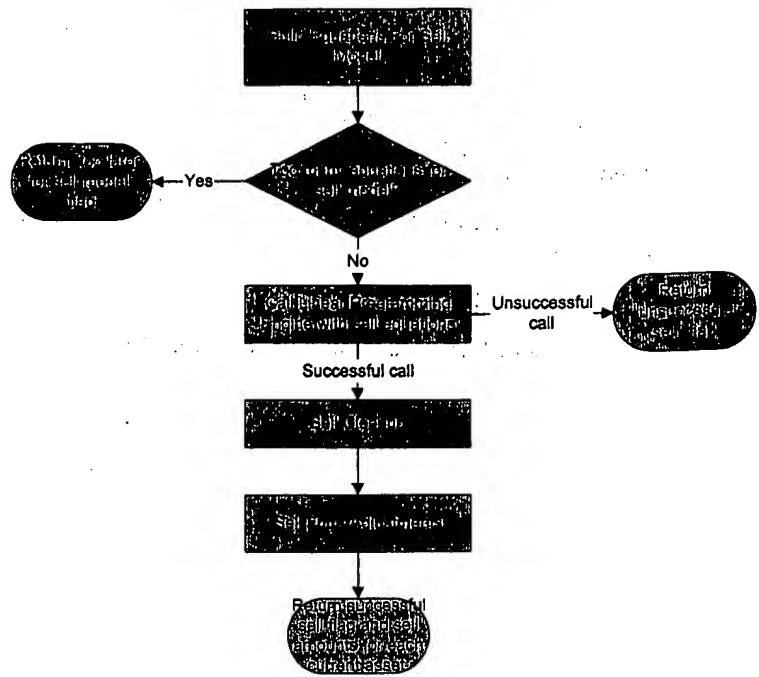


Fig. 8E

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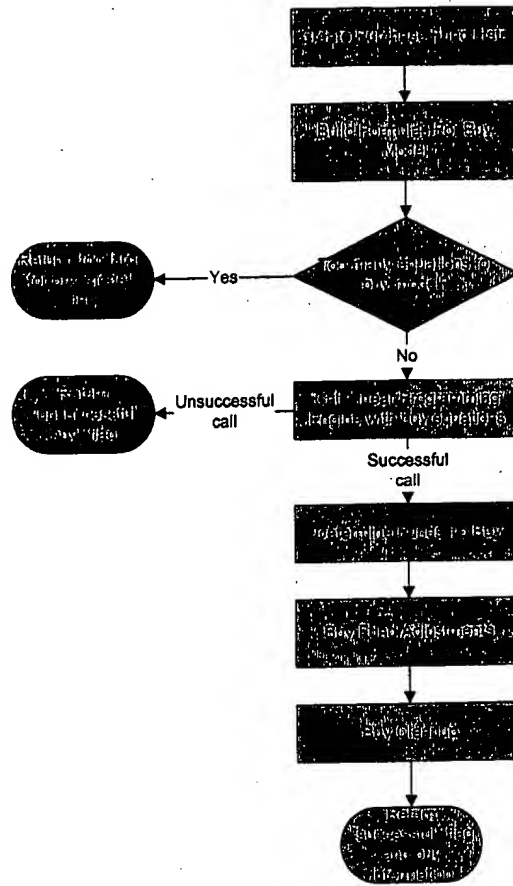


Fig. 8F

09328626-00999

Return with
status = BE

Yes

No

Fig. 8G

09328626 : 050999

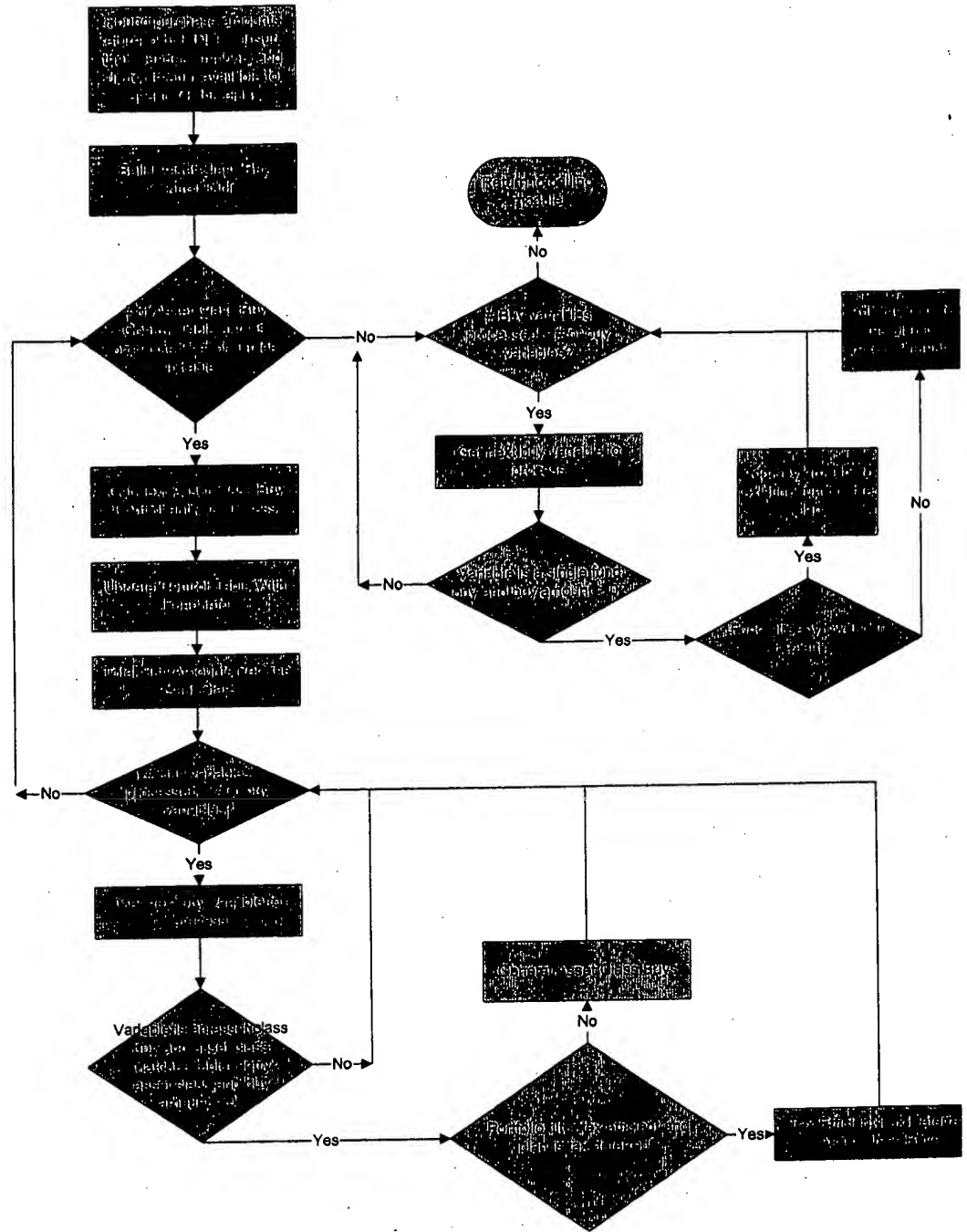


Fig. 8H

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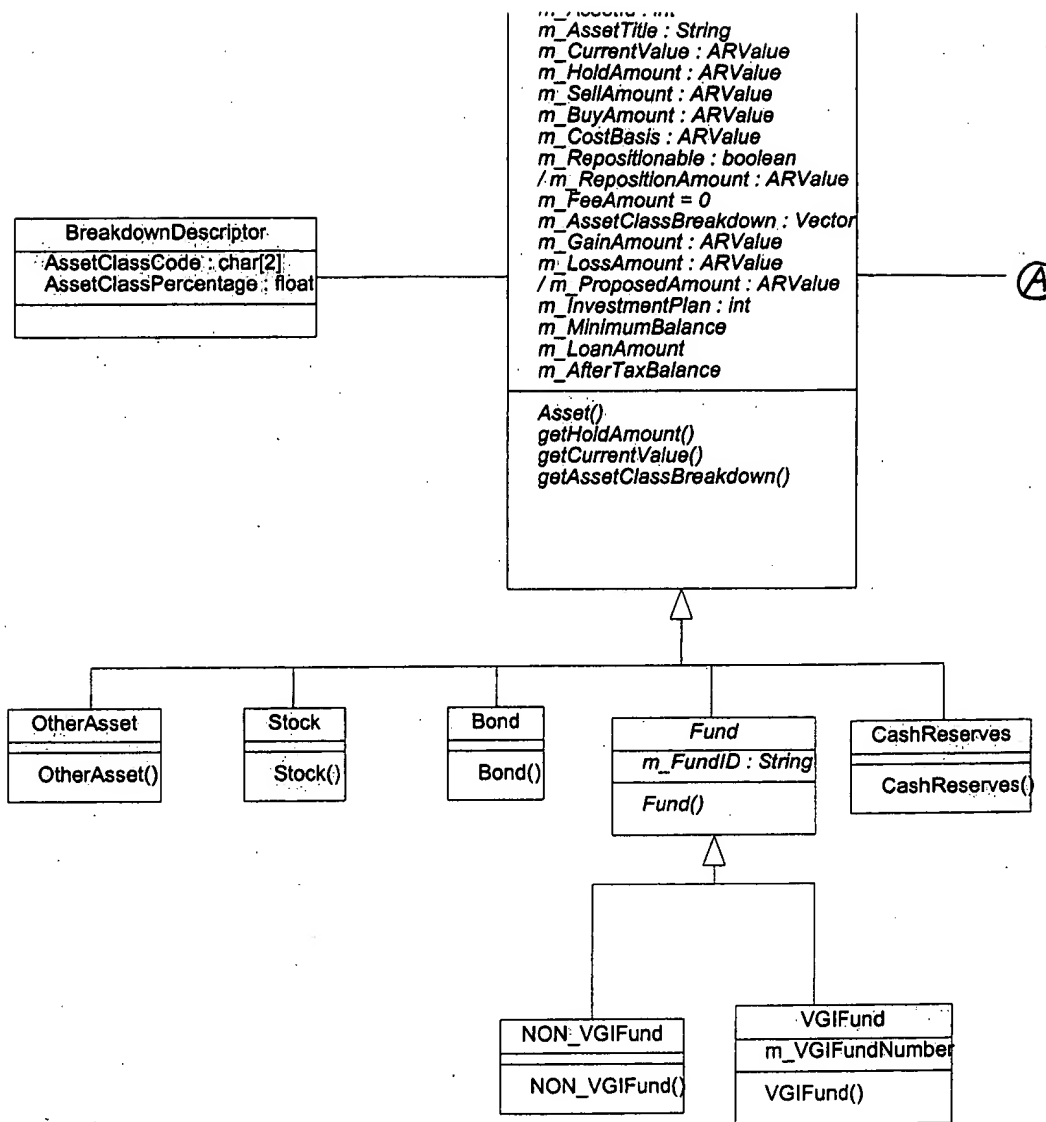


Fig. 9A

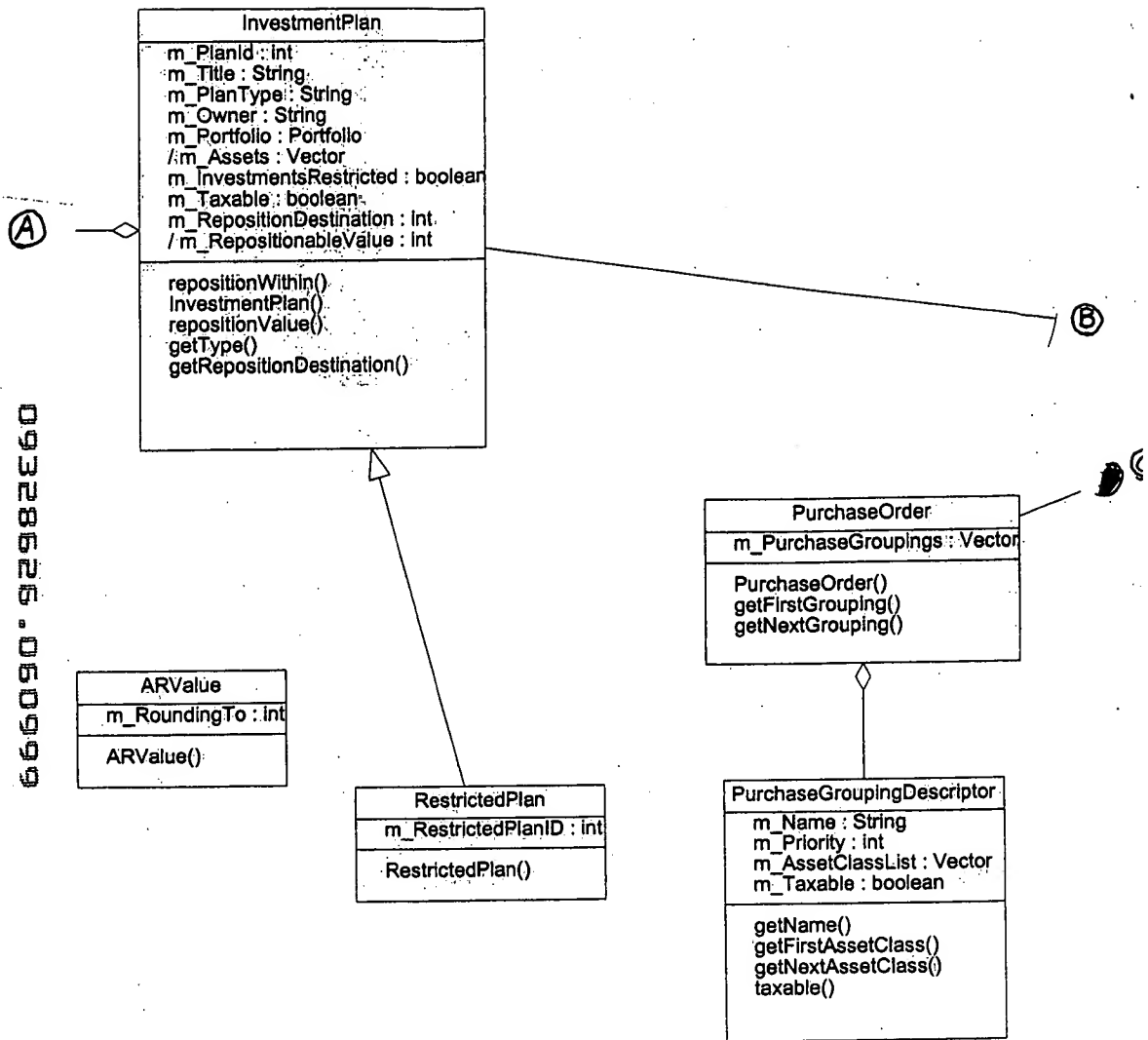
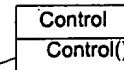
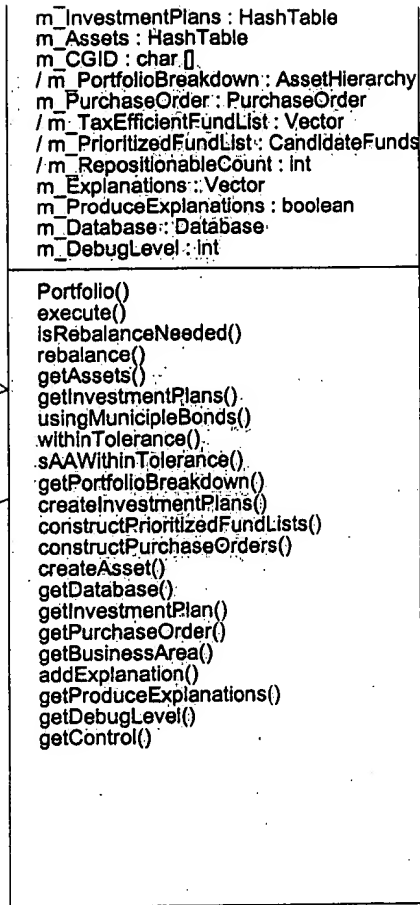


Fig. 9B

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B



D

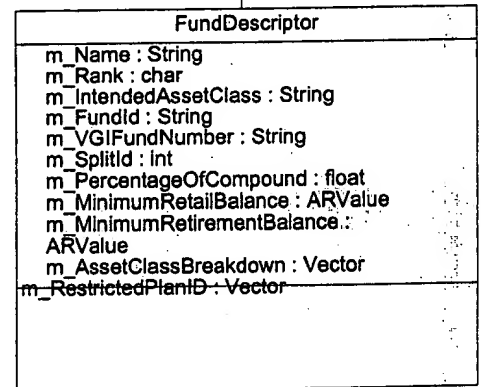
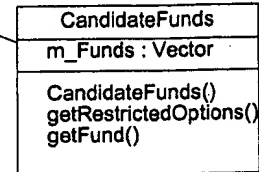


Fig. 9C

©

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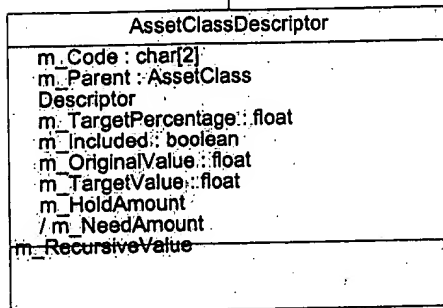
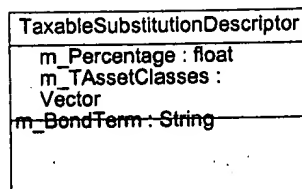
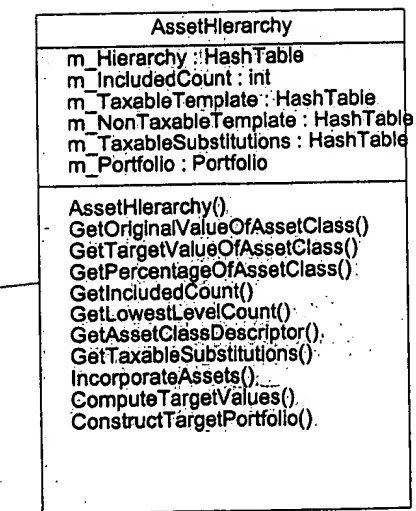


Fig. 9D

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Control
m_PreferredDomain : char[2] m_MuniForInterTermBonds : boolean m_MinRetirementFundBalance : ARValue m_MuniForShortTermBonds : boolean m_MuniForLongTermBonds : boolean m_MuniForHighYield : boolean m_ProduceExplanations : boolean m_BusinessArea : char[4] m_MinRetailFundBalance : ARValue m_MinTransactionAmt : ARValue m_TSMPToleranceBelow m_TSMPToleranceAbove m_TIPToleranceBelow m_TIPToleranceAbove m_CarryForwardLoss : ARValue m_CurrentYearGains : ARValue m_RoundingTo : int m_EstimateTaxCostAssetPct m_EstimateTaxCost : boolean m_SAAVarianceAbove m_SAAVarianceBelow m_CapGainTaxRate m_LegalResidenceState : char m_TaxExemptDCAFund m_PortfolioNumber : int m_TacticalShift m_PortfolioTilt m_TaxAcctDCAFund m_MaxAssetConstraints m_MaxAssetVariable m_RequiredVariables m_RequiredConstraints
Control()

Fig. 9E

```

getControlVariables()
getPurchaseOrder()
getTargetTemplate()
getAssetHierarchy()
getAssets()
getEquivalentAssets()
getAllInvestmentPlans()
connect()
disconnect()
searchAsset()
updateBreakdown()
searchInvestment()
updateInvestmentChoices()
getCandidateFunds()

```

```

getTitle()
getPlanType()
getOwner()
getInvestmentsRestrictedFlag()
getTaxFlag()
getRepositionDestination()
getRestrictedPlanId()
getRestrictedPlanChoices()

```

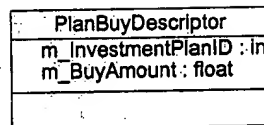
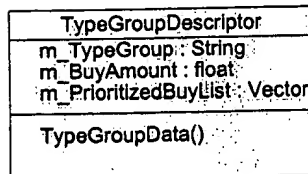
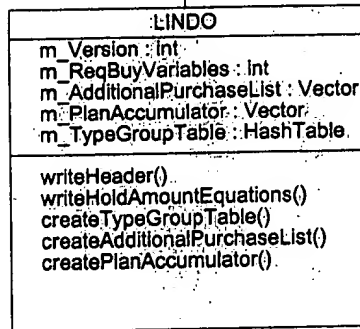
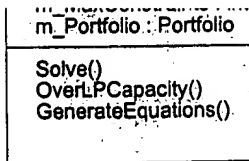
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getAssetTitle()
getCurrentValue()
getHoldAmount()
getMinimumBalance()
getCostBasis()
getRepositionIndicator()
getFundID()
getVanguardFundFlag()
getCostBasisFlag()
getInvestmentPlanNumber()
getAssetClassBreakdown()
getVendor()
getVGI FundNumber()
getAfterTaxBalance()
getLoanAmount()
getBuyAmount()
getSellAmount()
getProposedAmount()

AssetHierarchyData
getAssetClass()
getParent()
getIncluded()

PurchasePreferenceData
getGrouping()
getSequenceNumber()
getAssetClassCode()
taxable()

Fig. 9F



09328626-060999

Fig. 9G

09328626-0609996

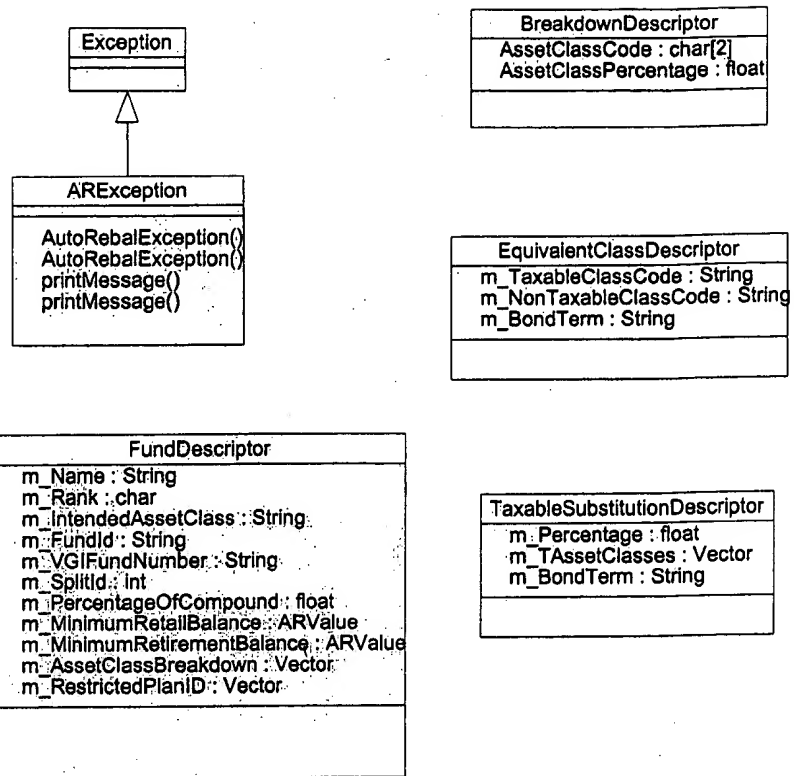


Fig. 9H

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10 ↗

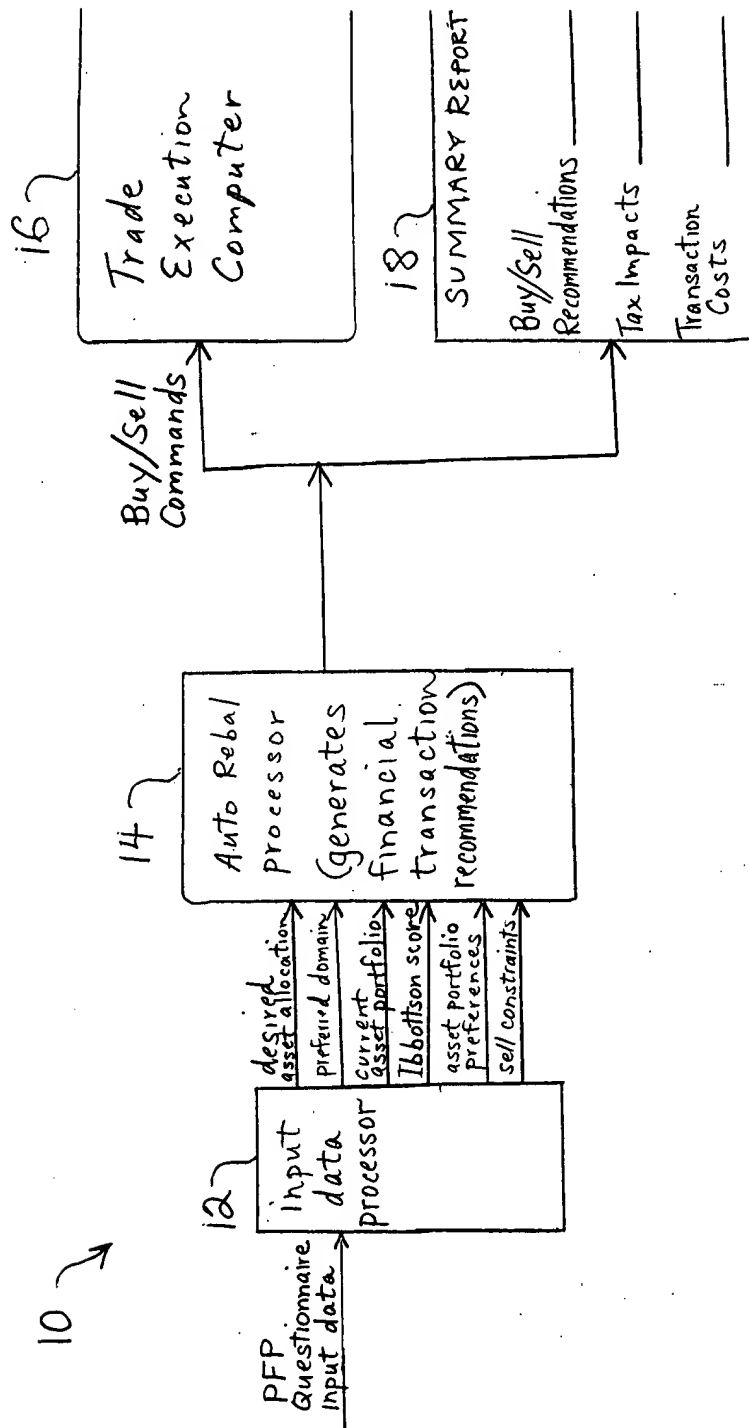


Fig. 10